

# Cloud Innovation Factory

Arrow's Cloud Innovation Factory is a new cloud program for Technology Partners (ISVs), designed to provide a fully customised package of support, solutions and services that will help you take your solutions to the next level of success.

## Why have we launched the Cloud Innovation Factory?

Through our work with Technology Partners (ISVs), we know the challenges you face when developing solutions, understanding the different routes to market and creating demand for your products.

You may be looking for ways to move solutions to the cloud or expand your current cloud usage to offer SaaS solutions that take advantage of subscription pricing models.

You may already have a SaaS solution that you are looking to scale but need to reach new markets and drive more demand. Whatever stage of the business lifecycle you are at, Arrow's Cloud Innovation Factory means we'll put the right support in place to help you meet your challenges head on.



### Develop and Grow?

Arrow's Cloud Innovation Factory will help you establish your solutions and take them to market quickly and effectively.



### Maintain and Expand?

Our team of specialists will work with you to secure your existing business, while working on new ways to scale and sell your solutions.



### Connect and Build?

We can facilitate closer collaboration with other Technology Partners (ISVs) to help you deliver joint solutions and build new communities.



### Modernise your solutions?

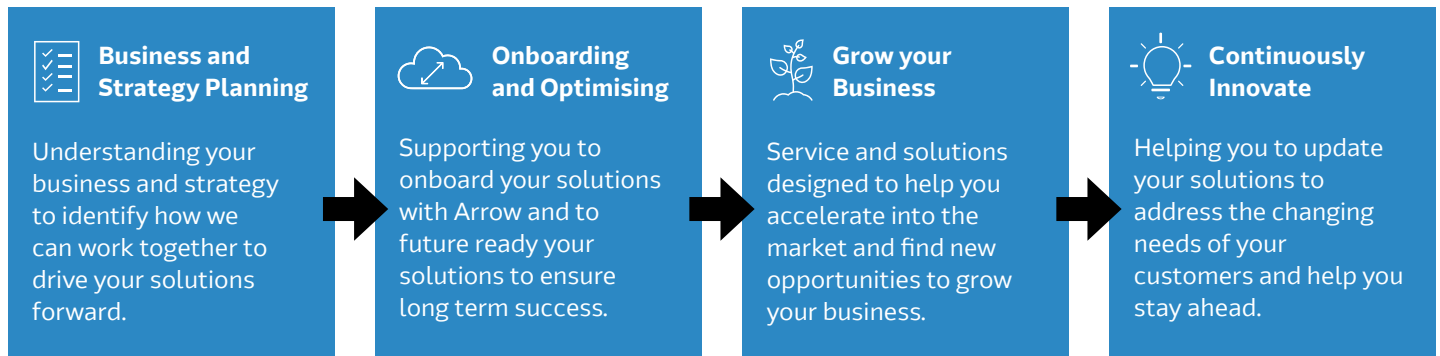
Our cloud specialists can help you take your solutions to the next level of cloud enablement as a subscription or SaaS delivery model.

## What is the Cloud Innovation Factory and how does it work?

The Cloud Innovation Factory is Arrow's cloud programme, specifically for Technology Partners (ISVs). Arrow's skilled teams of technical, sales and marketing cloud experts will work with Technology Partners in the Cloud Innovation Factory to design and implement a full package of support, tailored specifically to your needs.

We will take the time to really get to know you, to understand your business, your solution, your aims and objectives, so that we can build a plan that is sure to drive success.

## How Arrow works with Technology Partners (ISVs) in the Cloud Innovation Factory



### Example Deliverables

The business and strategy planning sessions will help to jointly identify the areas in which we can best support your business in accelerating forward. Below are an example of just some of the services and processes we can support you with to ensure you can meet your goals.



#### Onboarding and Optimising

##### ArrowSphere

Simplifies the operational complexity of delivering hybrid multi-cloud solutions.

##### Vendor Best Practice

Resources to help ensure your solutions align to the best practices of your chosen cloud platforms.



#### Grow Your Business

##### Marketing Consultancy

Sessions with our partner experts to provide insight and feedback on your go to market strategy and content.

##### Marketplace Onboarding

Supporting you to marketplace ready your solutions including guidance on key requirements and business models for scale transactions.



#### Continuously Innovate

##### Training Services

Courses and resources to help your teams stay up to date on the latest technology and earn vendor certifications.

##### Consulting Services

These services would facilitate the design or architectural stage to a solution and be delivered through the Arrow Partner Ecosystem.

### How do I get involved with the Cloud Innovation Factory?

To join Arrow's Cloud Innovation Factory and benefit from:

- A fully customised plan that is built around your needs
- A set of services and solutions that will help accelerate your business
- An ongoing engagement model that will allow you to continuously innovate and improve your solutions

To find out more about Arrow's Cloud Innovation Factory, visit our website:

[https://www.arrow.com/ecs/uk/cloud\\_innovation\\_factory](https://www.arrow.com/ecs/uk/cloud_innovation_factory)